

**NA Media**  
**2003 Revenue vs 2003 Plan / 2002 YTD Actuals**  
 Euro 000's

Regional View	Europe	Americas	Asia Pacific	Global Elimin	Total
2002 Actual	30,112	-	-	-	30,112
2003 YTD	47,016	-	-	-	47,016
2003 Plan	N/A	105,000	N/A	N/A	105,000

Product View	M&A	Equity	Debt	Loans	Other	Total
2002 Actual	13,754	1,840	9,033	5,727	(242)	30,112
2003 YTD	3,000	3,000	30,093	14,025	(140)	47,016
2003 Plan	20,000	25,000	40,000	-	20,000	105,000

\* Note: Debt includes High Yield and Investment Grade Bond revenue.

NA Media  
**Client Revenue by Product**  
**February 2003 MTD**  
 Euros ('000's)

Client	Bonds- Corporate High Yield	Leverage Loan Fees	Equity-IPO	Equity- Secondary	Strategic Lending Contracts	Corporate Finance Revenue	Derivatives per GCIX	Total Revenue
AOL Time Warner Inc	-	(130)	-	-	-	(16)	(16)	(16)
Carlyle Group (The)	-	4,612	-	-	-	-	(130)	(130)
General Motors Corporation	-	-	-	-	-	-	4,612	4,612
Gray Television Inc	-	-	-	-	-	-	(246)	(246)
Hicks Muse Tate & Furst Inc	-	232	-	-	-	-	232	232
MediaNation Inc	-	-	(30)	-	-	-	(30)	(30)
Tribune Company	433	-	-	-	-	-	433	433
Viacom Inc	-	-	-	-	-	-	(54)	(54)
				(54)			4,801	4,801

NA Media  
Client Revenue by Product - Americas  
February 2003 YTD  
Euros ('000's)

	Acquisition Advisory	Divestiture Advisory	Fairness Opinion	Bonds- Corporate High Yield	Loan Syndicatio ns	Equity- IPO	Equity- Secondary	Private Placement	Corp. Investment Grade	Strategic Lending Contracts	Corporate Finance	* Loan Rev per GCIIX	* Derivatives per GCIIX	Total Revenue
ACME Communications Inc	-	-	602	1,472	-	-	-	-	-	-	-32,418	2,974	(32)	2,074
Allbritton Communications Co	-	-	-	-	(130)	-	-	-	-	-	-	(130)	(130)	(32)
AOL Time Warner Inc	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Cantile Group (The)	-	-	-	-	-	-	-	-	-	-	-	-	-	86
Clear Channel Communications Inc	-	-	-	-	-	-	-	-	-	-	-	-	-	137
Comcast Corporation	1,389	-	-	16,408	8,829	-	-	-	-	-	-	-	-	26,626
EchoStar Communications Corp	-	-	-	4,612	-	-	-	-	-	-	-	-	-	4,612
General Motors Corporation	-	-	-	-	-	-	-	-	-	-	-	-	-	70
Gray Television Inc	-	-	-	-	-	-	-	-	-	-	-	-	-	232
Hicks Muse Tate & Furst Inc	-	-	-	-	232	-	-	-	-	-	-	-	-	(4)
iVillage Inc	-	-	-	-	-	-	-	-	-	-	-	-	-	(30)
Mediatation Inc	-	-	-	-	-	-	-	-	-	-	-	-	-	12,373
RH Donnelley Corp	-	-	-	7,409	4,964	-	-	-	-	-	-	-	-	99
Sinclair Broadcast Group Inc	-	-	90	-	-	-	-	-	-	-	-	-	-	433
Tribune Company	-	433	-	-	-	-	-	-	-	-	-	-	-	(108)
Viacom Inc	-	-	-	-	-	-	-	-	-	-	-	-	-	47,016
											-108,044	(108)		
											47,016			

\* Note GCIIX Revenue on a two month lag

**Global Media**  
**Franchise Revenue in Excess of Euro 100k**  
**Weekly Change (from Mar 5 to Mar 12)**

Deal	Product	Probability	Region	Actual	Feb	Mar	Feb	Mar	Apr	May	Jun	Comments
AOL-Time Warner - CONFIDENTIAL (1H 03) (D0290716)	Block Trade	75.00	Americas	0	0	0	0	0	0	0	25,916	
AOL-Time Warner - CONFIDENTIAL (1H 03) (D0290716)	Block Trade	0.00	Americas	0	0	0	0	0	0	0	23,810	
Beevey & Hawkes - divestiture advisory reference & refinancing Bronze (D016336)	Diversitite Advisory	50.00	Europe	0	0	0	0	1,000	0	0	0	
Comcast - acq. finc for AT&T Broadband (participant bank) (D020813)	Senior Bank Debt	50.00	Americas	0	0	0	0	1,940	0	0	0	
Silchar Broadcasting - bank financing (3Q 02) (D021892)	Senior Bank Debt	0.00	Americas	0	0	0	0	0	0	0	0	

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FRANCHISE - REVENUE & PIPELINE SUMMARY  
AS OF 12-MAR-2003  
EUROS IN '000'S  
GLOBAL MEDIA, (1)

PRODUCT	Feb Franchise Revenue	YTD(Feb) Franchise Revenue	Prior YTD Franchise Revenue	B/W PRIOR YTD Franchise Revenue	Mar Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	Bal Of Cur Year Probability Weighted Pipeline	2003 Full Year Forecast	Future Year Pipeline Probability Weighted(2)	
									2003 Full Year Plan	B/W 2003 Full Year Plan
M&A	595	3,003	14,129	(11,126)	-	55,654	10,598	35,000	(24,408)	20
Other Advisory	595	3,003	14,129	(11,126)	-	55,713	7,618	35,000	(24,379)	29
Total Advisory	595	3,003	14,129	(11,126)	-	55,713	7,618	35,000	(24,379)	15
ABL Origination	4,482	34,501	7,906	26,595	-	8,889	1,678	-	-	-
Loan Syndications	232	14,025	5,127	6,288	-	15,039	9,490	-	-	-
Project Finance	-	-	-	-	-	-	-	-	-	-
Leveraged Portfolio Revenue	-	-	-	-	-	-	-	-	-	-
Real Estate Investment Banking	4,714	48,826	13,632	34,883	-	23,948	11,158	50,000	9,684	-
Total Debt Products	(276)	305	5,479	(5,174)	(3)	-	63,164	7,875	8,180	-
Equity Underwriting	-	(4)	(1)	(5,174)	(3)	-	-	(4)	(4)	-
Private Placement-Equity	-	-	-	-	-	-	-	-	-	-
Structured Equity Transactions Group	-	-	-	-	-	-	-	-	-	-
Total Equity	(276)	301	5,478	(5,177)	(3)	61,184	7,875	65,000	(95,824)	-
Capital Benefit / Treasury Allocation	-	-	-	-	-	-	-	-	-	-
Cthr Global Markets	-	-	-	-	-	-	-	-	-	-
GM DCM JV	-	-	222	1,127	(805)	-	-	-	-	222
Legacy PF Telecom / LA Portfolio + NIM	-	(70)	(140)	(242)	107	-	-	-	-	(140)
Principal Investing / PE Exceptions / Other	(70)	82	886	(894)	-	-	-	82	(29,916)	-
Total Legacy Portfolios / Cross Selling / Other	4,963	\$1,912	34,125	17,787	-	142,825	26,651	180,000	(101,437)	29
Total Corporate Finance Product	4,963	\$1,912	34,125	17,787	-	142,825	26,651	180,000	(101,437)	15

## Notes:

- 1) Details are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals  
2) Balance of Pipeline includes all future years

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Global Media (as of Mar 12).xls

FRANCHISE - REVENUE BY DEAL  
AS OF: 12-MAR-2003  
EUROS IN 000'S  
GLOBAL MEDIA

PRODUCT	DEAL	Franchise Revenue Feb			Franchise Revenue Mar			Other Coverage Groups		
		Franchise Revenue YTD(Feb)	Franchise Revenue YTD(Feb)	Franchise Revenue YTD(Feb)	Franchise Revenue Mar	Franchise Revenue Mar	Franchise Revenue Mar	Other Coverage Groups	Other Coverage Groups	Other Coverage Groups
	Acme Communications - General advisory (D006356)	-	579	-	-	-	-	None	NA Lev Fin	NA Lev Fin
	Allbritton Communications - General Advisory (News Ch 8) (D020686)	-	602	-	-	-	-	NA FIN SPO, NA Lev Fin	NA FIN SPO, NA Lev Fin	NA FIN SPO, NA Lev Fin
	Echostar - acqn advisory and financing (GM - HE) (D014601)	-	1,389	-	-	-	-	None	None	None
	StoryFirst - valuation of Russian assets (D025060)	162	0	-	-	-	-	None	None	None
	Tribune Co - general advisory (radio assets) (D002234)	433	433	-	-	-	-	None	None	None
<b>Total M&amp;A</b>		<b>595</b>	<b>3,003</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>NA Lev Fin</b>	<b>NA FIN SPO, NA Lev Fin</b>	<b>NA FIN SPO, NA Lev Fin</b>
<b>Total Advisory</b>		<b>695</b>	<b>3,003</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>NA Lev Fin</b>	<b>NA FIN SPO, NA Lev Fin</b>	<b>NA FIN SPO, NA Lev Fin</b>
	Allbritton Communications - HY Offering (1Q03) (D030214)	-	1,472	-	-	-	-	NA Lev Fin	NA FIN SPO, NA Lev Fin	NA FIN SPO, NA Lev Fin
	Carlyle/Welsh- acq frng for Qwest Dex East (Phase 1) / Phase I (D023503)	(130)	(130)	-	-	-	-	NA Lev Fin	NA FIN SPO, NA Lev Fin	NA FIN SPO, NA Lev Fin
	DirectTV - bank/HY financing (1Q 03) (D030500)	4,612	4,612	-	-	-	-	NA Lev Fin	NA FIN SPO, NA Lev Fin	NA FIN SPO, NA Lev Fin
	Echostar - acqn advisory and financing (GM - HE) (D014601)	-	16,408	-	-	-	-	NA Lev Fin	NA FIN SPO, NA Lev Fin	NA FIN SPO, NA Lev Fin
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	-	7,409	-	-	-	-	None	NA FIN SPO, NA Lev Fin	NA FIN SPO, NA Lev Fin
	Sinclair Broadcast Group - HY offering (4Q 02) (D026013)	-	99	-	-	-	-	NA FIN SPO, NA Lev Fin	NA FIN SPO, NA Lev Fin	NA FIN SPO, NA Lev Fin
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	-	4,630	-	-	-	-	NA FIN SPO, NA Lev Fin	NA FIN SPO, NA Lev Fin	NA FIN SPO, NA Lev Fin
<b>Total HYCM</b>		<b>4,482</b>	<b>34,501</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>NA FIN SPO, NA Lev Fin</b>	<b>NA FIN SPO, NA Lev Fin</b>	<b>NA FIN SPO, NA Lev Fin</b>
	Echostar - acqn advisory and financing (GM - HE) (D014601)	-	8,829	-	-	-	-	NA FIN SPO, NA Lev Fin	NA FIN SPO, NA Lev Fin	NA FIN SPO, NA Lev Fin
	Lin TV - bank financing (1Q 03) (D030158)	232	232	-	-	-	-	NA FIN SPO	NA FIN SPO	NA FIN SPO
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	-	4,964	-	-	-	-	NA Lev Fin	NA Lev Fin	NA Lev Fin
<b>Total Loan Syndications</b>		<b>232</b>	<b>14,025</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>NA FIN SPO, NA Lev Fin</b>	<b>NA FIN SPO, NA Lev Fin</b>	<b>NA FIN SPO, NA Lev Fin</b>
<b>Total Debt Products</b>		<b>4,714</b>	<b>48,526</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>NA FIN SPO, NA Lev Fin</b>	<b>NA FIN SPO, NA Lev Fin</b>	<b>NA FIN SPO, NA Lev Fin</b>
	Gray Television - bank/equity financing (4Q 02) (D022657)	(246)	70	-	-	-	-	NA Lev Fin	ASIA SPON, CHINA	ASIA SPON, CHINA
	MediaNation - Sponsoring Agreement (D027084)	(30)	(30)	-	-	-	-	GERMANY	GERMANY	GERMANY
	SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535)	-	74	-	-	-	-	None	None	None
	Vivendi Universal - mandatory convertible bond (D028623)	(276)	305	-	-	-	-	None	None	None
<b>Total Equity Underwriting</b>		<b>(4)</b>	<b>(4)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>None</b>	<b>None</b>	<b>None</b>
<b>Total Private Placement-Equity</b>		<b>(4)</b>	<b>(4)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>None</b>	<b>None</b>	<b>None</b>
<b>Total Equity</b>		<b>(276)</b>	<b>301</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>None</b>	<b>None</b>	<b>None</b>
12/19/2002	Clear Channel - IG Bond (M5002)	-	86	-	-	-	-	None	None	None
	Foxcomcast Corp - IG offering (1Q 03) (D026353)	-	137	-	-	-	-	None	None	None

FRANCHISE - REVENUE BY DEAL  
 AS OF: 12-MAR-2003  
 EUROS IN 000'S  
 GLOBAL MEDIA

PRODUCT	DEAL	Franchise Revenue		Other Coverage Groups
		Franchise Revenue Feb	Franchise Revenue YTD(Feb)	
Total GM DCM JV		-	222	-
AOL Time Warner - Strategic Lending Contract (M4545)		(16)	(32)	-
Infinity Broadcasting - Strategic Lending Contract (M2221)		(54)	(108)	-
Total Principal Investing / PE Exceptions / Other		(70)	(140)	-
Total Legacy Portfolios / Cross Selling / Other		(70)	82	-
Total Corporate Finance Product		4,963	51,912	-

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FRANCHISE PIPELINE BY DEAL  
AS OF 12-MAR-2005  
EUROS IN 000'S  
GLOBAL MEDIA

Product	Deal	Probability	Franchise Value						Franchise Revenue Total	Probability Weighted Pipeline
			Mar	Apr	May	Jun	Balance Of Year 2003	Future Years		
Acme Communications - general advisory (D005356)		75	-	340	-	-	-	-	340	255
BC Partners - acq advisory of Bertelsmann Springer (Chess) / Chess ** (D024763)	0	-	-	-	5,000	-	-	-	6,000	-
Business & Hawkes - divestiture advisory / refinancing / Bronze (D016359)	50	1,000	-	1,000	-	-	-	-	2,000	1,000
Businesswize - general advisory (D005585)	25	-	-	-	-	-	-	-	4,082	1,020
Deutsche Telekom - Sale options for 15% stake in SES (D011449)	0	-	-	-	-	-	-	-	6,000	-
Digital - sell-side advisory (D025150)	25	-	-	-	-	-	-	-	3,000	750
Digiturk - sell-side advisory (D025150)	100	-	-	-	-	-	-	-	100	100
Electronic Arts - general advisory (Project Football) / Football (D025447)	0	-	-	-	-	-	-	-	5,442	-
Emmisa Communications - general advisory (Project Football) / Football (D022225)	0	-	-	-	-	-	-	-	11,020	-
JCCoeur acquisition advisory - Project Zedelus / Zedelus (D022585)	25	-	-	4,600	-	-	-	-	4,600	1,126
Parsion plc - strategic advisory re interactive Corp (D025865)	0	-	-	-	-	-	-	-	4,082	-
ProSaban - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	25	-	-	-	-	-	-	-	5,000	1,250
Taylor & Francis - not acq of Blackwell STM publishing subs (D012672)	25	-	-	-	-	-	-	-	4,000	1,000
TH LeeBainBlackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	100	1,068	-	5,500	-	-	-	-	1,068	1,088
Total M&A		2,008	340	5,500	5,000	42,728	42,728	29	56,884	7,593
Total Other Advisory		50	-	-	-	29	29	29	87	44
Total Advisory		2,058	340	5,500	5,000	42,765	42,765	29	55,742	7,533
Allison Communications - acq financing for Fisher Commun (D027037)	0	-	-	-	2,177	-	-	-	2,177	-
CatbirdNest - acq frng for Ouest Dix West(Phase II) / Phase 2 (D025682)	25	-	-	-	2,177	6,712	-	-	6,712	1,078
Total Lycam		25	-	-	2,177	6,712	-	-	8,889	1,578
Carlyle/Wilson - acq frng for Ouest Dix West(Phase II) / Phase 2 (D025682)	25	-	-	-	-	-	-	-	5,442	1,301
DirectTV - bond/HY financing (10.03) (D030500)	75	4,989	-	-	-	-	-	-	4,989	3,741
TH LeeBainBlackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	100	3,628	-	-	-	-	-	-	3,628	3,828
Vivendi Universal Entertainment - refinancing (D025516)	75	1,000	-	-	-	-	-	-	1,000	750
Total Loan Syndications		5,817	-	-	-	-	-	-	16,059	6,480
Total Debt Products		9,617	-	2,177	6,712	-	-	-	23,948	11,158
AOL Time Warner - CONFIDENTIAL (1H 03) (D030716)	0	-	-	-	-	23,010	-	-	23,810	-
Axel SpringerKirk - Secondary Offering - Project Annabelle / Annabel (D022480)	0	-	-	-	-	15,000	-	-	16,000	-
BskyB - GBP 200 million convertible bond (D022026)	75	-	-	-	-	2,500	-	-	2,500	1,875
Capital Broadcasting - IPO (D023098)	0	-	-	-	-	-	-	-	2,721	-
Salem Communications - secondary offering (3Q 02) (D024428)	0	-	-	-	-	-	-	-	1,134	-
SES Global - €700m IPO - Project Gerard2 (D013535)	75	-	-	-	-	10,000	-	-	9,000	6,000
Texel Pacific Group - IPO (Hunter) / Hunter (D022792)	0	-	-	-	-	5,1310	11,055	-	10,000	7,875
Total Equity Underwriting		11,703	340	7,677	63,164	11,055	11,055	29	63,164	7,875
Total Equity		11,703	340	7,677	60,032	29	29	122,864	26,685	26,685
Total Corporate Finance Services		11,703	340	7,677	63,164	11,055	11,055	29	63,164	7,875

Global Media (as of Mar 12) XIS

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**FRANCHISE - REVENUE & PIPELINE BY MD & DR**  
 2003-03-12 (Wed)  
**EUROS IN 000's**  
 Global Media

BANKER	DEAL	PRODUCT	FRANCHISE			YTD FEE FRANCHISE VALUE	MAR FRANCHISE VALUE	2003 FRANCHISE PIPELINE	FUTURE PIPELINE
			PROB	FEES VALUE	FRANCHISE VALUE				
Amling, Jeffrey	Charles Broadcasting - IPO (D025066)	Equity-PO Bonds-Corporate High Yield	0%	4,612	4,612	-	-	-	-
	DirectTV - bank/b/c financing (1Q '03) (D030500)	Senior Bank Debt	75%	-	-	-	-	-	-
	DirectTV - bank/b/c financing (1Q '03) (D030560)	Acquisition Advisory	N/A	-	1,388	-	-	-	-
	Echostar - acq advisory and financing (GM - HE) (D014601)	Bonds-Corporate High Yield	N/A	-	16,408	-	-	-	-
	Echostar - acq advisory and financing (GM - HE) (D014601)	Senior Bank Debt	N/A	-	8,829	-	-	-	-
	Echostar - acq advisory and financing (GM - HE) (D014601)	Acquisition Advisory	0%	-	-	-	-	-	-
	Emmis Communications - general advisory (Project Football) / Football (D028447)	Bonds-Corporate High Yield	N/A	-	-	-	-	-	-
	Sinclair Broadcast Group - HY offering (4Q '02) (D026813)	Acquisition Advisory	100%	-	99	-	-	-	-
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	Bonds-Corporate High Yield	N/A	-	4,630	-	-	-	-
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	Senior Bank Debt	100%	-	-	-	-	-	-
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	Bridge Loans	75%	-	-	-	-	-	-
	Vivendi Universal Entertainment - Refinancing (D025855)	-	-	-	-	-	-	-	-
Austin, Geoffrey	BC Partners - acqn advisory of Bertelsmann Springer (Chess) / Chess ** (D024783)	Acquisition Advisory	0%	-	-	-	-	-	-
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	Acquisition Advisory	100%	-	-	-	-	-	-
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	Bonds-Corporate High Yield	N/A	-	-	-	-	-	-
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	Senior Bank Debt	100%	-	-	-	-	-	-
	Taylor & Francis - pot acqn of Blackwell STM publishing subs (D012872)	Acquisition Advisory	25%	-	-	-	-	-	-
Carey, Charles	Carmyle/Welsh - acq frng for Qwest Dex West(Phase I) / Phase 2 (D025662)	Bonds-Corporate High Yield	25%	-	-	-	-	-	-
	Carmyle/Welsh - acq frng for Qwest Dex West(Phase I) / Phase 2 (D025662)	Senior Bank Debt	25%	-	-	-	-	-	-
	Carmyle/Welsh - acq frng for Qwest Dex East (Phase 1) / Phase 1 (D025633)	Bonds-Corporate High Yield	N/A	(130)	(130)	-	-	-	-
	Citadel Broadcasting - IPO (D025088)	Equity-PO	0%	-	-	-	-	-	-
	Emmis Communications - general advisory (Project Football) / Football (D026447)	Acquisition Advisory	0%	-	-	-	-	-	-
	Mediavation - Strategic Partnership (D227084)	Consultancy Advisory	50%	-	-	-	-	-	-
	Mediavation - Sponsoring Agreement (D027084)	Equity-PO	N/A	(30)	(30)	-	-	-	-
	RH Donnelly - acq financing for Sprint Yellow Pages (D025434)	Bonds-Corporate High Yield	N/A	-	4,964	-	-	-	-
	RH Donnelly - acq financing for Sprint Yellow Pages (D025434)	Senior Bank Debt	N/A	-	-	-	-	-	-
Graves, Daniel B.	Allbritton Communications - General Advisory (Ch 8) (D020866)	Fairness Opinion	N/A	-	602	-	-	-	-
	Allbritton Communications - HY Offering (1Q '03) (D030214)	Bonds-Corporate High Yield	N/A	-	-	-	-	-	-
	Allbritton Communications - acq advisory for Fisher Communi (D027037)	Bonds-Corporate High Yield	0%	-	1,472	-	-	-	-
	Gray Television - bank/equity financing (4Q '02) (D022857)	Equity-Secondary	N/A	(246)	70	-	-	-	-
	Salem Communications - secondary offering (3Q '02) (D024428)	Equity-Secondary	0%	-	-	-	-	-	-
	Tribune Co - general advisory (radio assets) (D002234)	Diversiture Advisory	N/A	433	433	-	-	-	-
	Axel Springer/Klich - Secondary Offering - Project Annabelle / Annabel (D022480)	Equity-Secondary	0%	-	-	-	-	-	-
	BC Partners - acqn advisory of Bertelsmann Springer (Chess) / Chess ** (D024783)	Acquisition Advisory	0%	-	-	-	-	-	-
	BeckB - GBP 200 million convertible bond (D020266)	Equity-Convertible Bonds	75%	-	-	-	-	-	-
	Bootsy & Hawkes - divestiture advisory/defence & refinancing / Bronze (D015359)	Diversiture Advisory	50%	-	-	-	-	-	-
	Deutsche Telekom - Sale options for 16% stake in SES (D011449)	Diversiture Advisory	0%	-	-	-	-	-	-
	Digiturk - self-side advisory (D025150)	Diversiture Advisory	100%	-	-	-	-	-	-
	Electronic Arts - general advisory (UE Games) (D025927)	Acquisition Advisory	0%	-	-	-	-	-	-
	JCDecaux - acquisition advisory - Project Dietadus Dardalus (D022235)	Acquisition Advisory	25%	-	-	-	-	-	-
	Pearson plc - strategic advisory re Interactive Data Corp (D025865)	Acquisition Advisory	0%	-	-	-	-	-	-
	ProSieben - strategic divestiture advisory Project Phoenix / Phoenix (D023912)	Defense Advisory	25%	-	-	-	-	-	-
	Ses Global - 4700.1bn IPO - Project Gerard2 (D013535)	Equity-PO	75%	-	-	-	-	-	-
	SES Global - 4700.1bn IPO - Project Gerard2 (D013535)	Equity-PO	74	-	-	-	-	-	-
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	Acquisition Advisory	100%	-	-	-	-	-	-
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	Bonds-Corporate High Yield	N/A	-	-	-	-	-	-
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	Senior Bank Debt	100%	-	-	-	-	-	-
	Taylor & Francis - pot acqn of Blackwell STM publishing subs (D012872)	Acquisition Advisory	25%	-	-	-	-	-	-
	Digiturk - self-side advisory (D025150)	Diversiture Advisory	100%	-	-	-	-	-	-
	Digiturk - self-side advisory (D025150)	Defense Advisory	25%	-	-	-	-	-	-
	ProSieben - strategic divestiture advisory Project Phoenix / Phoenix (D025060)	Valuation	N/A	162	162	-	-	-	-
MacInnes, Bruce	StoryFirst - utilisation of Russian assets (D025060)	Global Media (as of Mar 12) xts	-	-	-	-	-	-	-

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FRANCHISE - REVENUE & PIPELINE BY MD & DIR	
2003-03-12 (Wed)	
EUROS IN 000's	
<b>Global1Media:</b>	

BANKER	DEAL	PRODUCT	PROB	YTD FEB		FRANCHISE PIPELINE
				FRANCHISE	FRANCHISE VALUE	
Murphy, J L Malcolm	Texas Pacific Group - IPO (Hunter / Hunter • (D0227792)	Equity-IPO	0%	-	-	23,810
Paul, Gregory R.	AOL Time Warner - CONFIDENTIAL (H/C3) (D030718)	Block Trade	0%	-	-	340
Thun-Hohenstein, Christian	Acme Communications - general advisory (D006356) Lin TV - bank financing ('1Q C3) (D030158)	Divestiture Advisory Divestiture Advisory Senior Bank Debt	75% N/A N/A	578 232 232	-	-
Triffo, Dyan	Deutsche Telekom - Sale options for 16% stake in SES (D011449) Taylor & Francis - Put option of Blackwell STM Publishing subs (D012872) Vivendi Universal - mandatory convertible bond (D028823)	Divestiture Advisory Acquisition Advisory Equity-Secondary Bridge Loans	0% 25% 75%	- 160 160	-	6,000 4,000 1,000
Yung, Sun J.	BusinessWire - general advisory (D005655) Comcast Corp - IG offering (1Q 03) (D026359)	Divestiture Advisory Bonds-Corp. Investment Grade	25% N/A	- 137	-	4,082

Global Media (as of Mar 12) x's

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**FRANCHISE - REVENUE & PIPELINE SUMMARY**  
**AS OF 12-MAR-2003**  
**EUROS IN MILLIONS**  
**NA MEDIA (1)**

PRODUCT	Feb Franchise Revenue	YTD(Fab) Franchise Revenue	Prior YTD Franchise Revenue	B/W/PRIOR YTD Franchise Revenue	% Change Year Over Year	Mar Franchise Revenue	Balance Of Current Year Third 12/31 Pipeline			2003 Full Year Forecast	2002 Full Year Actual	% Change 2003 Full Year Forecast over 2002 Full Year Actual	B/W/W 2003 Full Year Plan	
							2003 Full Year Forecast	2002 Full Year Actual	B/W/W 2002 Full Year Actual					
M&A	433	3,003	13,754	(10,751)	-76%	-	16,531	2,364	5,367	23,370	(18,003)	-77%	20,000	
Other Advisory	433	3,003	13,764	(10,761)	-78%	-	16,689	2,383	5,396	23,370	(17,974)	-77%	20,000	
Total Advisory													(14,633)	
ABL Origination	4,482	29,871	7,906	21,965	278%	-	8,889	1,670	31,549	16,730	12,818	68%	-	
HYCM	232	14,023	5,727	8,298	145%	-	15,056	9,480	23,305	13,032	9,673	70%	-	
Loan Syndications	-	-	-	-	-	-	-	-	-	-	-	-	-	
Project Finance	-	-	-	-	-	-	-	-	-	-	-	-	-	
Leveraged Portfolio Revenue	-	-	-	-	-	-	-	-	-	-	-	-	-	
Real Estate Investment Banking	-	-	-	-	-	-	-	-	-	-	-	-	-	
Total Debt Products	4,714	43,695	13,932	30,263	222%	-	23,948	11,168	55,084	32,682	22,492	69%	40,000	
Equity Underwriting	(276)	40	1,641	(1,801)	-50%	-	27,064	-	40	30,454	(30,114)	-100%	-	
Private Placement-Equity	-	(4)	(1)	(3)	266%	-	-	-	(4)	908	(917)	-100%	-	
Structured Equity Transactions Group	(276)	35	1,840	(1,804)	-93%	-	27,684	-	36	31,362	(31,326)	-100%	26,000	
Total Equity	-	-	-	-	-	-	-	-	-	-	-	-	(24,964)	
Capital/Benefit / Treasury Allocation	-	-	-	-	-	-	-	-	-	-	-	-	-	
Other Global Markets	-	222	1,127	(905)	-60%	-	-	-	-	222	2,056	(2,534)	-22%	-
GM DCM JV	-	(140)	(242)	102	-42%	-	-	-	-	(140)	(1,198)	1,059	-88%	-
Legacy P/F / Telecom / LA Portfolios - NIM	(70)	92	495	(604)	-61%	-	-	-	-	92	1,657	(1,675)	-98%	20,000
Principal Investments / PE Exceptions & Other	(70)	-	-	-	-	-	-	-	-	-	-	-	(19,818)	
Total Legacy Portfolios / Gross Selling / Other	-	-	-	-	-	-	-	-	-	-	-	-	-	
Total Corporate Finance Product	4,801	47,078	30,112	16,303	56%	-	6,231	1,351	60,568	38,952	(28,384)	-32%	105,500	

Notes:

1) Details are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals

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**FRANCHISE - REVENUE BY DEAL**  
**AS OF 12-MAR-2003**  
**EUROS IN 000'S**  
**NAME/DIA**

PRODUCT	DEAL			Franchise Revenue Feb		Franchise Revenue YTD(Feb)		Franchise Revenue Mar		Other Coverage Groups	
Acme Communications - General advisory (D006356)	-	-	-	579	-	-	-	None	NA Lev Fin	NA FIN SPO, NA Lev Fin	
Allbritton Communications - General Advisory (News Ch 8) (D020686)	-	-	-	602	-	-	-	None	NA FIN SPO, NA Lev Fin		
Echostar - acqn advisory and financing (GM - HE) (D014601)	-	-	-	1,389	-	-	-	None	NA Lev Fin		
Tribune Co - general advisory (radio assets) (D002234)	433	433	433	433	3,003	-	-	None	NA FIN SPO, NA Lev Fin		
<b>Total M&amp;A</b>											
<b>Total Advisory</b>				433	3,003	-	-	NA Lev Fin	NA FIN SPO, NA Lev Fin		
Allbritton Communications - HY Offering (1Q03) (D030214)	-	-	-	1,472	-	-	-	NA Lev Fin	NA FIN SPO, NA Lev Fin		
Caryle/Welsh - acq fnncg for Qwest Dex East (Phase 1) /Phase I (D023503)	(130)	(130)	(130)	(4,612)	4,612	4,612	-	NA Lev Fin	NA FIN SPO, NA Lev Fin		
DirectTV - bank/HY financing (1Q 03) (D030500)	-	-	-	16,408	-	-	-	NA Lev Fin	NA FIN SPO, NA Lev Fin		
Echostar - acqn advisory and financing (GM - HE) (D014601)	-	-	-	7,409	-	-	-	NA Lev Fin	NA FIN SPO, NA Lev Fin		
RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	-	-	-	99	-	-	-	None	NA Lev Fin		
Sinclair Broadcast Group - HY offering (4Q 02) (D026013)	-	-	-	4,482	4,482	29,871	-	NA Lev Fin	NA FIN SPO, NA Lev Fin		
<b>Total HYCM</b>								NA Lev Fin	NA FIN SPO, NA Lev Fin		
Echostar - acqn advisory and financing (GM - HE) (D014601)	-	-	-	8,829	-	-	-	NA FIN SPO, NA Lev Fin	NA FIN SPO		
Lin TV - bank financing (1Q 03) (D030158)	232	232	232	232	-	-	-	NA FIN SPO	NA Lev Fin		
RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	-	-	-	4,964	-	-	-	NA Lev Fin			
<b>Total Loan Syndications</b>				232	232	14,025	-				
<b>Total Debt Products</b>				4,714	4,714	43,895	-				
Gray Television - bank/equity financing (4Q 02) (D022657)	(246)	(246)	(246)	70	70	-	-	NA Lev Fin			
MediaNation - Sponsoring Agreement (D027084)	(30)	(30)	(30)	(30)	(30)	-	-	ASIA SPON, CHINA			
<b>Total Equity Underwriting</b>				(276)	(276)	40	-				
Village mtm (M1575)	-	-	-	(4)	(4)	-	-	None			
<b>Total Private Placement-Equity</b>				(4)	(4)	-	-				
<b>Total Equity</b>				(276)	(276)	36	-				
Clear Channel - IG Bond (M5002)	-	-	-	86	86	-	-	None			
Comcast Corp - IG offering (1Q 03) (D026353)	-	-	-	137	137	-	-	None			
<b>Total GM DCM JV</b>				-	-	222	-				
12/19/2007								Global Media (as of Mar 12) x/s			

FRANCHISE - REVENUE BY DEAL AS OF: 12-MAR-2003 EUROS IN 000'S NA MEDIA			
PRODUCT	Franchise Revenue Feb	Franchise Revenue YTD(Feb)	Franchise Revenue Mar
DEAL	(16)	(32)	-
AOL Time Warner - Strategic Lending Contract (M4545)	(54)	(108)	None
Infinity Broadcasting - Strategic Lending Contract (M2221)	(70)	(140)	None
Total Principal Investing / PE Exceptions / Other	(70)	(140)	-
Total Legacy Portfolios / Cross Selling / Other	(70)	82	-
Total Corporate Finance Product	4,801	47,016	-

	Franchise Revenue Feb	Franchise Revenue YTD(Feb)	Franchise Revenue Mar	Other Coverage Groups
DEAL	(16)	(32)	-	
AOL Time Warner - Strategic Lending Contract (M4545)	(54)	(108)	-	
Infinity Broadcasting - Strategic Lending Contract (M2221)	(70)	(140)	-	
Total Principal Investing / PE Exceptions / Other	(70)	(140)	-	
Total Legacy Portfolios / Cross Selling / Other	(70)	82	-	
Total Corporate Finance Product	4,801	47,016	-	

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**FRANCHISE - PIPELINE BY DEAL**  
 AS OF 12-MAR-2003  
 EUROS IN 000'S  
 EXCLUDING MEDIA

PRODUCT	DEAL	PROBABILITY	Franchise Value						Franchise Revenue Total	Probability Weighted Pipeline
			Mar	Apr	May	Jun	Balance Of Year 2003	Future Years		
Acme Communications - general advisory (D005356)		75	-	340	-	-	-	-	340	255
BusinessWire - general advisory (D005856)		25	-	-	-	-	4,082	-	4,082	1,020
Emmis Communications - general advisory (Project Frontball) / Football (D026447)		0	-	-	-	-	11,020	-	11,020	-
TH Leef/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025906)		100	1,098	-	-	-	-	-	1,098	1,098
<b>Total M&amp;A</b>			<b>1,098</b>	<b>340</b>	-	-	<b>16,102</b>	-	<b>16,102</b>	<b>3,364</b>
Mediation Nation - Sponsoring Agreement (D027084)		50	-	-	-	-	29	29	29	87
<b>Total Other Advisory</b>			<b>1,098</b>	<b>340</b>	-	-	<b>15,131</b>	<b>29</b>	<b>87</b>	<b>44</b>
<b>Total Advisory</b>									<b>87</b>	<b>44</b>
<b>Total HYCM</b>									<b>16,818</b>	<b>2,408</b>
Altitude Communications - acc financing for Fisher Commun (D027037), Candy/McWayne - acc financing for Quwest Dex West(Phase 1) / Phase 2 (D025662), Candy/McWayne - acc financing for Quwest Dex West(Phase 1)		0	-	-	2,177	-	0,712	-	2,177	1,678
Candy/McWayne - acc financing for Quwest Dex West(Phase 1) / Phase 2 (D025662), DirectTV - bank/HY financing (1Q 03) (D025650) TH Leef/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025906)		25	4,986	-	-	-	5,442	-	5,442	3,741
Vivendi Universal Entertainment - Refinancing (D025556)		75	3,626	-	-	-	-	-	4,986	3,628
<b>Total Loan Syndications</b>			<b>75</b>	<b>1,000</b>	-	-	<b>6,442</b>	-	<b>1,000</b>	<b>1,000</b>
<b>Total Debt Products</b>			<b>9,617</b>	-	-	-	<b>6,442</b>	-	<b>16,069</b>	<b>9,480</b>
AOL Time Warner - CONFIDENTIAL (1H 03) (D030716)		0	-	-	-	-	23,910	2,721	23,810	-
Citadel Bioscience - IPO (D023068)		0	-	-	-	-	-	-	2,721	-
Salem Communications - secondary offering (3Q 02) (D124425)		0	-	-	-	-	1,134	-	1,134	-
<b>Total Equity Underwriting</b>							<b>23,910</b>	<b>3,856</b>	<b>27,654</b>	<b>-</b>
<b>Total Equity</b>							<b>23,910</b>	<b>3,856</b>	<b>27,654</b>	<b>-</b>
<b>Total Corporate Finance Product</b>			<b>10,706</b>	<b>340</b>	<b>2,177</b>	<b>30,651</b>	<b>2,428</b>	<b>29</b>	<b>66,230</b>	<b>13,656</b>

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**FRANCHISE - REVENUE & PIPELINE BY M&D & DIR**  
**2005-03-12 (Wed)**  
**EUROS IN QUOTS**  
**M&A Media:**

BANKER	DEAL	FRANCHISE FUTURE PIPELINE						
		PRODUCT	FEE VALUE	YTD FRANCHISE VALUE	MAR FRANCHISE VALUE	2003 FRANCHISE VALUE	FUTURE PIPELINE	
Amling, Jeffrey	Citadel Broadcasting - IPO (D0230565) DirectTV - bank/HY financing (1Q '03) (D0305600) DirectTV - bank/HY financing (1Q '03) (D0305600) Echostar - acqn advisory and financing (GM / HE) (D014601) Echostar - acqn advisory and financing (GM / HE) (D014601) Echostar - acqn advisory and financing (GM / HE) (D014601) Emmis Communications - general advisory (Project Football) / Football (D026447) Sinclair Broadcast Group - HY offering (4Q '02) (D0260133) TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D035086) TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D035086) Vivendi Universal Entertainment - re-financing (D025558)	Equity-IPO Bonds-Corporate High Yield Senior Bank Debt Acquisition Advisory Bonds-Corporate High Yield Senior Bank Debt Acquisition Advisory Bonds-Corporate High Yield Bonds-Corporate High Yield Bonds-Corporate High Yield Senior Bank Debt Bridge Loans	0% N/A 75% N/A N/A N/A 0% N/A N/A N/A 100%	4,612 - - - - - - - - - 75%	4,612 - - - - - - - - - -	4,612 - - - - - - - - - -	2,721 - - - - - - - - - -	
Carey, Charles	Carlyle/Velish - acq frng for Qwest Dex West (Phase I) / Phase 2 (D025682) Carlyle/Velish - acq frng for Qwest Dex West (Phase I) / Phase 2 (D025682) Carlyle/Velish - acq frng for Qwest Dex East (Phase I) / Phase I (D023503) Citadel Broadcasting - IPO (D0230565) Emmis Communications - general advisory (Project Football) / Football (D026447) MediaNation - Sponsoring Agreement (D027084) MediaNation - Sponsoring Agreement (D027084) RH Donnelly - acq financing for Sprint Yellow Pages (D025434) RH Donnelly - acq financing for Sprint Yellow Pages (D025434)	Bonds-Corporate High Yield Senior Bank Debt Bonds-Corporate High Yield Equity-IPO Consultancy Equity-IPO Bonds-Corporate High Yield Senior Bank Debt Fairness Opinion Bonds-Corporate High Yield Bonds-Corporate High Yield Equity-Secondary Divastiture Advisory Block Trade	25% 25% 0% 0% 50% 0% N/A N/A N/A N/A 0% 0% 0% 0% 0%	- - - - - - - - - - - - - - - -	(130) - - - - - - - - - - - - - - -	- - - - - - - - - - - - - - - -	6,712 5,442 - - - - - - - - - - - - - -	6,712 5,442 - - - - - - - - - - - - - - -
Graves, Daniel B.	Albitron Communications - General Advisory (News Ch 8) (D020686) Albitron Communications - HY Offering (1Q03) (D030214) Gray Television - bank/equity financing (Q1 '02) (D022657) Satellite Communications - secondary offering (3Q '02) (D024428) Tribune Co - general advisory (radio assets) (D022234)	Divestiture Advisory Divestiture Advisory Divestiture Advisory Divestiture Advisory	- - - - -	- - - - -	602 1,472 - - -	- - - - -	2,177 - - - -	
Morris, J. L. Malcolm	AOL Time Warner - CONFIDENTIAL (1H '03) (D030716)	Block Trade	0%	-	-	-	23,810	
Paul, Gregory R.	Acme Communications - general advisory (D008356) Acme Communications - general advisory (D008356) Lin TV - bank financing (1Q '03) (D030156)	Divestiture Advisory Divestiture Advisory Divestiture Advisory	75% 75% 25%	- - -	579 232 - - -	340 - - - -	340 - - - -	
Tiffey, Dyan	BusinessWire - general advisory (D035685)	Bonds-Corp. Investment Grade	-	-	-	4,082	-	
Yung, Sun J.	Comcast Corp - IG offering (1Q '03) (D026353)	N/A	-	-	137	-	-	

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**FRANCHISE - REVENUE & PIPELINE SUMMARY**  
**AS OF 12-MAR-2003**  
**EUROS IN '000's**  
**EUROPE/MIDDLE EAST**

PRODUCT	Feb Franchise Revenue	YTD(Feb) Franchise Revenue	Prior YTD Franchise Revenue	B/W/PRIOR YTD Franchise Revenue	Mar Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	Bal Of Cur Year Probabilistic Weighted Pipeline	2003 Full Year Forecast	Future Year Pipeline	
									Year Plan	Pipeline(2)
M&A	-	-	-	-	-	40,212	6,313	6,313	15,000	(8,687)
Other Advisory	162	-	-	375	(375)	40,212	6,313	6,313	15,000	(8,687)
Total Advisory	162	-	-	375	(375)	40,212	6,313	6,313	15,000	(8,687)
ABL Origination	-	-	-	-	-	-	-	-	-	-
HYCM	-	-	-	-	-	-	-	-	-	-
Loan Syndications	-	-	-	-	-	-	-	-	-	-
Project Finance	-	-	-	-	-	-	-	-	-	-
Leveraged Portfolio Revenue	-	-	-	-	-	-	-	-	-	-
Real Estate Investment Banking	-	-	-	-	-	-	-	-	-	-
Total Debt Products	-	-	-	-	-	-	-	-	-	-
Equity Underwriting	-	-	-	-	-	-	-	-	-	-
Private Placement/Equity Structured Transactions Group	-	-	-	-	-	-	-	-	-	-
Total Equity	-	-	-	-	-	-	-	-	-	-
Capital Benefit / Treasury Allocation	-	-	-	-	-	-	-	-	-	-
Other Global Markets	-	-	-	-	-	-	-	-	-	-
GM DCM IV	-	-	-	-	-	-	-	-	-	-
Legacy PF / Telecom / LA Portfolio - NIM	-	-	-	-	-	-	-	-	-	-
Principal Investing / PE Exceptions / Other	-	-	-	-	-	-	-	-	-	-
Total Legacy Portfolios / Cross Selling / Other	-	-	-	-	-	-	-	-	-	-
Total Corporate Finance Product	162	4,895	4,613	382	-	80,340	14,567	23,452	75,000	(51,538)

## Notes:

- 1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
- 2) Balance of Pipeline includes all future years

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Global Media (as of Mar 12) xds

**FRANCHISE - REVENUE BY DEAL**  
**AS OF 12 MAR 2003**  
**EUROS IN 000'S**  
**EUROPE MEDIA**

PRODUCT	DEAL	Franchise Revenue Feb	Franchise Revenue YTD(Feb)	Franchise Revenue Mar	Other Coverage Groups
Total M&A	StoryFirst - valuation of Russian assets (D025060)	162	0	-	None
Total Advisory		162	0	-	
Total HYCM	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	-	4,630	-	EUR SPON, NA FIN SPO, NA Lev Fir
Total Debt Products		-	4,630	-	
Total Equity	SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535) Vivendi Universal - mandatory convertible bond (D026623)	-	74	-	GERMANY
Total Equity Underwriting		-	190	-	None
Total Corporate Finance Product		-	265	-	
		162	4,895	-	

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FRANCHISE - PIPELINE BY DEAL  
AS OF 12MAR 2003  
EUROS IN '000'S  
EUROPE-MEDIA

PRODUCT	DEAL	PROBABILITY	Franchise Value				Franchise Revenue Total	Probability Weighted Pipeline
			Mar	Apr	May	Jun		
	BC Partners - tech advisory of BertelmannSpringer (Chess) / Chess " (D024783)	0	-	-	5,000	-	-	5,000
	Bosey & Hawkes - divestiture BskyB/divestiture & refinancing / Bronze (D015359)	50	1,000	-	1,000	-	-	2,000
	Deutsche Telekom - Sale options for 16% stake in SES (D011449)	0	-	-	-	6,000	-	6,000
	Digilink - sell-side advisory (D026150)	25	-	-	-	3,000	-	3,000
	Digilink - sell-side advisory (D026150)	100	-	-	-	100	100	100
	Electronic Arts - general advisory (VUE Games) (D023937)	0	-	-	-	5,442	-	5,442
	JCDecaux - acquisition advisory - Project Dasehaus / Dasehaus (D022236)	25	-	-	4,500	-	-	4,500
	Penske plc - strategic advisory re Interactive Data Corp (D026866)	0	-	-	-	4,082	-	4,082
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	25	-	-	-	5,000	-	5,000
	Taylor & Francis - post acqn of Blackwell STM publishing subs (D012872)	25	-	-	-	4,000	4,000	4,000
Total M&A	TH LeeBain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025085)	100	1,080	-	-	-	1,088	1,088
	TH LeeBain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025085)	2,048	-	5,500	5,000	27,624	40,252	6,313
Total Advisory		2,088	-	5,500	5,000	27,624	40,212	6,313
Total Loan Syndications	TH LeeBain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025085)	100	3,628	-	-	-	3,628	3,628
Total Debt Products	TH LeeBain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025085)	75	1,000	-	-	-	1,000	1,000
Total Equity Underwriting	Axar Springen/Kirch - Secondary Offering - Project Annabelle / Annabel (D022480)	0	-	-	15,000	-	15,000	-
	BskyB - GBP 200 million convertible bond (D020296)	75	-	-	2,500	-	-	2,500
	SES Global - E700.1bn IPO - Project Gerard2 (Gerard2) (D013535)	75	-	-	-	8,000	-	8,000
	Texas Pacific Group - E700.1bn IPO (Hurricane) / Hunter - (D022792)	0	-	-	10,000	-	-	10,000
Total Equity		-	-	-	27,500	8,000	-	35,500
Total Corporate Finance Product		6,717	-	5,600	32,500	35,624	80,340	18,667

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**FRANCHISE - REVENUE & PIPELINE BY MD & DIR**  
**2003-05-12 (Wed)**  
**EUROS IN 000's**  
**Europe Media**

DEAL	BANKER	PRODUCT	FEB FRANCHISE		YTD FEE		FRANCHISE PIPELINE
			PROB	VALUE	FRANCHISE PIPELINE	VALUE	
B.C. Partners - acqn advisory of BertelsmannSpringer (Chass) / Chess ** (D024783)	Austin, Geoffrey	Acquisition Advisory	0%	-	2003 FRANCHISE	-	FUTURE PIPELINE
TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)		Acquisition Advisory	100%	-	Pipeline	1,058	-
TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)		Bonds-Corporate High Yield	N/A	4,630	-	-	-
TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)		Senior Bank Debt	100%	-	-	-	-
Taylor & Francis - pot acqn of Blackwell STM publishing subs (D012872)		Acquisition Advisory	25%	-	-	-	-
Avant Spring/Kirch - Secondary Offering - Project Amara/le Arnabat (D022480)	Lovegrove, Stephen	Equity-Secondary	0%	-	-	-	-
BallyB - GBP 200 million convertible bond (D022598)		Acquisition Advisory	0%	-	-	-	-
Bassoe & Hawkes - divestiture advisory/defence & refinancing 1 Bronza (D0115359)		Equity-Convertible Bonds	75%	-	-	-	-
Deutsche Telekom - Sale options for 16% stake in SES (D011449)		Divestiture Advisory	50%	-	-	-	-
Digilink - sell-side advisory (D025150)		Divestiture Advisory	0%	-	-	-	-
Electronic Arts - General advisory (VUE Games) (D025097)		Divestiture Advisory	100%	-	-	-	-
JCDecaux - acquisition advisory - Project Daedalus (Daedalus) (D022235)		Divestiture Advisory	25%	-	-	-	-
Pearson plc - strategic divestiture advisory - Project Phoenix / Phoenix (D025865)		Acquisition Advisory	0%	-	-	-	-
ProSieben - strategic divestiture advisory - Project Gerardo / Gerardo (D013535)		Acquisition Advisory	0%	-	-	-	-
SES Global - \$700+1bn IPO - Project Gerardo / Gerardo (D013535)		Defense-IPo	25%	-	-	-	-
TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)		Equity-IPo	75%	-	-	-	-
TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)		Acquisition Advisory	N/A	74	-	-	-
TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)		Bonds-Corporate High Yield	100%	-	-	-	-
Taylor & Francis - pot acqn of Blackwell STM publishing subs (D012872)		Senior Bank Debt	N/A	4,630	-	-	-
Digilink - sell-side advisory (D025150)	MacInnes, Bruce	Acquisition Advisory	100%	-	-	-	-
Digilink - sell-side advisory (D025150)		Divestiture Advisory	100%	-	-	-	-
ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)		Divestiture Advisory	25%	-	-	-	-
SonyFirst - valuation of Russian assets (D025361)		Defense Advisory	25%	-	-	-	-
Texas Pacific Group - IPO (Hunter) / Hunter - (D022792)		Valuation	N/A	162	-	-	-
Deutsche Telekom - Sale options for 16% stake in SES (D011449)	Thurn-Hohenstein, Christian	Equity-IPo	0%	-	-	-	-
Taylor & Francis - pot acqn of Blackwell STM publishing subs (D012872)		Divestiture Advisory	0%	-	-	-	-
Vivendi Universal - mandatory convertible bond (D026623)		Acquisition Advisory	25%	-	-	-	-
Vivendi Universal Entertainment - Refinancing (D025558)		Equity-Secondary	N/A	190	-	-	-
		Bridge Loans	75%	-	-	-	-

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